

August 13, 2021

To,
Dy. General Manager
Department of Corporate Services,
BSE Ltd.,
P. J. Towers, Dalal Street,
Fort, Mumbai – 400 001

To,
The Manager – Listing,
National Stock Exchange of India Ltd.,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Ref: Scrip Code: 543322

Ref: Scrip Name: GLS

Dear Sirs,

Sub: Unaudited Financial Results for the First Quarter ended June 30, 2021

Pursuant to Regulations 30 and 33 of the SEBI LODR, 2015, we wish to inform you that the Board at its meeting held today approved the Unaudited Financial Results for the First Quarter ended June 30, 2021.

The said meeting of the Board commenced at 10.00 a.m. and concluded at 12.50 pm.

The copy of the said results together with Management Discussion & Analysis, Press Release and Limited Review Report of the Auditors is enclosed herewith.

These are also being made available on the website of the Company at www.glenmarklifesciences.com

You are requested to take the same on record.

Thanking You.

Yours faithfully,
For Glenmark Life Sciences Limited



Rudolf Corriea
Company Secretary & Compliance Officer

Encl: As above

Glenmark Life Sciences reports revenue growth of 32.2% and PAT growth of 24.5% YoY for Q1 FY22

Mumbai, August 13, 2021: Glenmark Life Sciences Limited (GLS), a leading developer and manufacturer of select, high-value, non-commoditized, Active Pharmaceutical Ingredients (APIs) in chronic therapeutic areas, today announced its first financial results post listing, for the quarter ended June 30, 2021.

For the first quarter of FY22, Glenmark Life Sciences registered revenue from operations of ₹ 5249.0 Mn, recording a YoY growth of 32.2%. Revenues from the Generic API segment increased 38.3% YoY to ₹ 4,803.4 Mn during the quarter driven by growth across all geographies. The regulated markets accounted for 66.5% of Net Sales, growing at 30.5% YoY.

Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) stood at ₹ 1,644.4 Mn for the first quarter growing at 17.9% YoY. EBITDA margin for the quarter was 31.3%.

Profit After Tax (PAT) was at ₹ 1,009.1 Mn, registering a growth of 24.5% against the first quarter of the previous financial year.

Commenting on the company's Q1 FY22 performance **Dr. Yasir Rawjee, MD & CEO, Glenmark Life Sciences Limited** said, "At Glenmark Life Sciences, we are delighted to announce our first financial result post listing. Being in the healthcare industry, it was important that we continue our services & operations uninterrupted, despite several challenges during the second wave of the pandemic. Today we have embarked on a good start in Q1 FY22, with the business delivering a strong growth. Our generic API business has delivered robust growth across all geographies. Increased demand in both regulated and emerging markets have fuelled this growth. However, the CDMO business, being cyclical, was affected due to phasing of customer orders this quarter and we expect it to pick up pace again from Q2 FY22."

Dr. Rawjee further added, "I am confident that our continued focus on continuous process innovation, operational efficiency and financial discipline will help us deliver sustainable business growth. We are also future ready to cater to the growing demand through a brownfield expansion in our Dahej facility and a modern green-field manufacturing facility. We will continue to deliver on quality, safety and environmental compliance which form the bedrock for our company."

According to **Bhavesh Pujara, CFO, Glenmark Life Sciences Limited**, "We started off the financial year 2022 on a strong note with our revenues growing at 32.2% YoY in the first quarter. Despite a tough operating environment due to 2nd wave of COVID19, we have been able to post healthy growth across all markets. Our continuous focus on cost reduction projects and cost controls have helped us overcome some of the headwinds on raw material prices and we closed the quarter with a healthy EBITDA margin of 31.3%. Also in accordance with the objects of the IPO, we have repaid all of the outstanding debt owed to our parent and have now become a debt free company."

The Company filed 9 DMF/CEPs across major markets (i.e. United States, Europe, Japan, Russia, Brazil, South Korea, Taiwan, Canada, China and Australia) during Q1 FY22 and cumulative filing stands at 407 as on 30th June, 2021.

About Glenmark Life Sciences Ltd (GLS)

Glenmark Life Sciences Limited (BSE: 543322, NSE: GLS), is a leading developer and manufacturer of select, high-value, non-commoditized, active pharmaceutical ingredients (APIs) in chronic therapeutic areas such as cardiovascular disease, central nervous system disease, pain management and diabetes. The company is increasingly providing CDMO services to a range of multinational and specialty pharmaceutical companies.

It has a diversified portfolio of more than 120 molecules and supplies its products to customers in India, Europe, North America, Latin America, Japan and the rest of the world (ROW). The company's 4 manufacturing facilities are located in Ankleshwar and Dahej, Mohol and Kurkumbh with a total installed capacity of 725+ KL, which are regularly inspected by global regulators such as USFDA, PMDA (Japan) and EDQM (Europe).

GLS is a subsidiary of Glenmark Pharmaceuticals Limited and has recently been listed on BSE/NSE.

Learn more about Glenmark Life Sciences Limited on [www. https://www.glenmarklifesciences.com/](https://www.glenmarklifesciences.com/)

For any further queries please contact:

Soumi Rao

General Manager – Corporate Communications

Email: Soumi.Rao@glenmarklifesciences.com

Mobile: 9870196931

Management Discussion & Analysis for the First Quarter of FY 2021-22

FINANCIAL PERFORMANCE

(₹ in Million)	Q1 FY22	Q4 FY21	Q1 FY21	QoQ %	YoY %
Revenue from Operations	5,249.0	4,671.6	3,969.7	12.4%	32.2%
EBITDA	1,644.4	1,702.3	1,395.3	(3.4%)	17.9%
EBITDA Margins	31.3%	36.4%	35.1%	(510 bps)	(380 bps)
PAT	1,009.1	1,046.8	810.7	(3.6%)	24.5%

- Revenue from Operations grew by 32.2% to ₹ 5249.0 Mn
- EBITDA at ₹ 1,644.4 Mn with margins of 31.3%
- PAT at ₹ 1,009.1 Mn growing at 24.5%
- Gross Debt comprising of Outstanding Purchase Consideration payable to the Parent Company was ₹ 8,008.3 Mn as on 9th July, 2021. The company has repaid the whole of this outstanding amount pursuant to funds raised through the IPO
- Working capital as on 30 June, 2021 is ₹ 9,089.4 Mn, at 158 days on sales.
- ROCE was 35.5% and Fixed assets turnover ratio was 3.6 times for the quarter (on an annualized basis)

BUSINESS PERFORMANCE & COMMENTARY

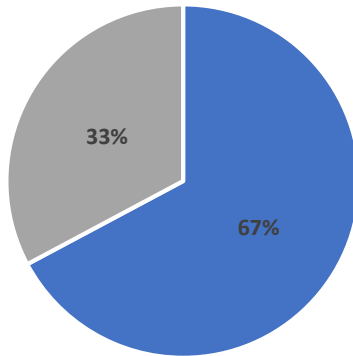
A. Segment Performance:

(₹ in Million)	Q1 FY22	Q4 FY21	Q1 FY21	QoQ %	YoY %
Generic API	4,803.4	4,078.0	3,473.5	17.8%	38.3%
CDMO	388.9	548.0	437.2	(29.0%)	(11.0%)
Other Operating Revenue	56.7	45.6	59.0	24.3%	(3.9%)
Revenue from Operations	5,249.0	4,671.6	3,969.7	12.4%	32.2%

- Generic API revenues increased 38.3% YoY driven by growth across all geographies. Key markets contributing to the growth - LATAM at 94.4%, North America at 45.1% and Rest of the World at 52.6%
- CDMO revenues registered a de-growth mainly due to phasing of orders by customers, in line with our expectations. We expect a stronger sales trajectory from next quarter.

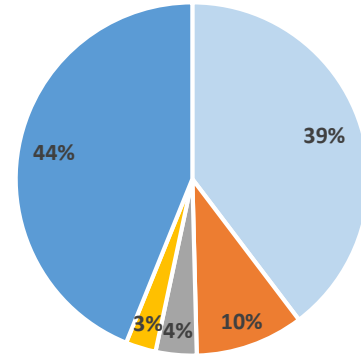
B. Market and Therapeutic Area Mix

Market Mix - Q1 FY22



■ Regulated markets ■ Emerging markets

Therapeutic Area Mix - Q1 FY22



■ CVS ■ CNS ■ Diabetes ■ Pain management ■ Others

- Regulated markets account for 67% of Net Sales in Q1 FY22, growing at 30.5% YoY
- Emerging markets account for 33% of Net Sales in Q1 FY22, growing at 37.6% YoY
- Products from key Chronic Therapeutic Areas (viz CVS, CNS, Diabetes, Pain management) account for 56.1% of Net Sales in Q1 FY22, growing at 24.3% YoY

OTHER OPERATIONAL HIGHLIGHTS

- We filed 9 DMF/CEPs across major markets (i.e. United States, Europe, Japan, Russia, Brazil, South Korea, Taiwan, Canada, China and Australia) during the quarter and cumulative filing stand at 407 as on 30th June, 2021.
- Capacity expansion plans: During quarter, the company spent ₹ 185.4 Mn towards capital expenditure. In our Dahej facility, the brownfield expansion is well underway, with major civil works ongoing currently to build Plant #6 that will have 4 independent modules for manufacture of large to medium-scale APIs. In Ankleshwar, 2 new pharma modules have become fully operational in Plant #17 and work is ongoing to complete a third module in Q2 FY22.
- Generic API Segment
 - During the quarter, the company continued development of its complex portfolio with strong progression of 4 iron complex molecules and 4 oncology molecules.
 - The overall end-market opportunity for these 8 molecules is more than USD 15 billion (Source: IQVIA, MIDAS Database, MAT March 2021)
- CDMO Segment
 - 3 commercial projects with multinational and specialty pharmaceutical companies
 - 4th project to be commercial by Q4 FY22
 - Multiple discussions ongoing with companies globally for additional business opportunities

Disclaimer

Some of the information in the document, especially information with respect to our plans and strategies, may contain certain forward-looking statements that involve risks and uncertainties. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements depending upon economic conditions, government policies and other incidental factors. Such statements should not be regarded by recipients as a substitute for the exercise of their own judgment. The company undertakes no obligation to update or revise any forward-looking statement whether as a result of new information, future events or otherwise. Our actual results may differ materially from those expressed in, or implied by, these forward-looking statements.

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2021

(₹ in Millions, unless otherwise stated)

Sr. No	Particulars	Quarter ended			Year Ended	
		30 June'21	31 March'21	30 June'20	31 March'21	
		Unaudited	Audited (Refer Note 4)	Unaudited	Audited	
I	Income					
	Revenue from Operations	5,248.97	4,671.63	3,969.68	18,851.65	
	Other Income	39.86	3.41	17.30	8.11	
	Total Income	5,288.83	4,675.04	3,986.98	18,859.76	
II	Expenses					
	Cost of Materials Consumed	2,599.21	2,266.22	1,819.20	9,761.98	
	Changes in Inventories of Finished Goods and Work-in-Progress	(5.48)	(341.52)	(64.83)	(707.01)	
	Employee Benefits Expense	369.42	374.90	315.20	1,491.31	
	Finance Costs	205.50	211.78	228.15	875.47	
	Depreciation and Amortisation Expense	89.19	84.26	82.59	333.94	
	Other Expenses	681.34	673.18	522.12	2,394.63	
	Total Expenses	3,939.18	3,268.82	2,902.43	14,150.32	
III	Profit Before Tax (I-II)	1,349.65	1,406.22	1,084.55	4,709.44	
IV	Tax Expenses					
	Current Tax	322.43	347.44	253.08	1,127.46	
	Deferred Tax	18.09	11.94	20.81	66.17	
	Total Tax Expenses	340.52	359.38	273.89	1,193.63	
V	Profit for the Period / Year (III-IV)	1,009.13	1,046.84	810.66	3,515.81	
VI	Other Comprehensive Income (OCI)					
	Items that will not be reclassified to profit or loss					
	(a) Re-measurement of the post-employment benefit obligation	(1.76)	2.53	(3.19)	(7.03)	
	(b) Income tax relating to the above	0.44	(0.64)	0.80	1.77	
	Total Other Comprehensive Income/(Loss)	(1.32)	1.89	(2.39)	(5.26)	
VII	Total Comprehensive Income for the Period/ Year (V+VI)	1,007.81	1,048.73	808.27	3,510.55	
VIII	Earnings per equity share (Face Value of ₹ 2/-)					
	(Not Annualised for the quarter)					
	(a) Basic (in ₹)	9.36	9.71	7.52	32.61	
	(b) Diluted (in ₹)	9.36	9.71	7.52	32.61	
IX	Paid up Equity Share Capital, Equity Shares of ₹ 2/- each	215.61	19.60	19.60	19.60	
X	Other Equity excluding Revaluation Reserve				7,507.87	

See accompanying notes to the Financial Results


Glenmark Life Sciences Limited

Corporate Office: 4th Floor, OIA House, 470, Cardinal Gracious Road, Andheri (E), Mumbai, 400 099, India.

Registered Office: Plot No. 170-172, Chandramouli Industrial Estate, Mohol Bazarpath, Solapur - 413 213, India.

T: 91 22 68297979 CIN: U74900PN2011PLC139963 E: complianceofficer@glenmarklifesciences.com

W: www.glenmarklifesciences.com

Notes:

1. The Financial Results have been prepared in accordance with Indian Accounting Standards (“Ind AS”) prescribed under section 133 of the Companies Act, 2013 read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended).
2. The above Financial Results were reviewed by Audit Committee at their meeting held on August 12, 2021 and thereafter approved and taken on record by the Board of Directors at their meeting held on August 13, 2021. The Statutory Auditors of the Company have carried out a Limited Review of the aforesaid results who have issued an unmodified conclusion on the said results.
3. The Company considered the uncertainty relating to the COVID-19 pandemic in assessing the recoverability of receivables, tangible / intangible assets and other financial and non-financial assets. For this purpose, the Company considered internal and external sources of information up to the date of approval of these financial statements. The Company has also used the principles of prudence in applying judgements, estimates and assumptions including sensitivity analysis and based on the current estimates, the Company expects to fully recover the carrying these assets. The Company will continue to closely monitor any material changes to future economic conditions.
4. The figures for the quarter ended March 31, 2021 are the balancing figures between audited figures in respect of the financial year ended March 31, 2021 and the unpublished audited figures for nine months period ended December 31, 2020 prepared for the purpose of Initial Public Offer (“IPO”).
5. The company has identified only one segment i.e. Active Pharmaceutical Ingredient (API) as reporting segment based on the information reviewed by Chief Operating Decision Maker (CODM).
6. Subsequent to the quarter ended June 30, 2021, the company has completed the IPO of 21,022,222 equity shares comprising a fresh issue of 14,722,222 equity shares and offer for sale of 6,300,000 equity shares of face value of ₹ 2 each at premium of ₹ 718 per share aggregating to ₹ 15,136 million. Pursuant to the IPO, the equity shares of the Company are listed on BSE Limited and National Stock Exchange of India Limited with effect from August 06, 2021.

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7. Gross Debt comprising of Outstanding Purchase Consideration payable to the Parent Company was ₹ 8,008.3 million as on July 09, 2021. The Company has repaid the whole of this remaining outstanding purchase consideration from the proceeds of the Fresh Issue pursuant to the IPO.
8. As at June 30, 2021, Pursuant to Employee Stock Option Plan 2021, 9,51,734 options were outstanding, which upon exercise are convertible into equivalent number of equity shares.

For Glenmark Life Sciences Limited

Yasir Rawjee
Managing Director & CEO

Mumbai, August 13, 2021

**Glenmark Life Sciences Limited**

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Independent Auditor's Review Report on Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Glenmark Life Sciences Limited

1. We have reviewed the accompanying statement of unaudited financial results ('the Statement') of Glenmark Life Sciences Limited ('the Company') for the quarter ended 30 June 2021, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Walker Chandlok & Co LLP
Chartered Accountants
Firm Registration No: 001076N/NS000493


Ashish Gupta
Partner
Membership No. 504662



UDIN: 21504662AAAAGR5166

Place: New Delhi
Date: 13 August 2021

Chartered Accountants

Offices in Bengaluru, Chandigarh, Chennai, Gurugram, Hyderabad, Kochi, Kolkata, Mumbai, New Delhi, Noida and Pune

Walker Chandlok & Co LLP is registered with limited liability with identification number AAC-2085 and its registered office at L-41 Connaught Circus, New Delhi, 110001, India